

Annual & Weekly Syllabus Split-Up - 2026-27
Grade XII

Subject: BUSINESS STUDIES

S.No	Month	No. of Working Days	No. of Days	Topic	Sub Topic	Teaching Aids/Resources	Classroom teaching Video Link	Activities	Art Integrated project	Pedagogy Process/Teaching Strategy	Chapterwise Notes link	Assessment	
1	APRIL	25	Week 1	4	Part A: Principles and Functions of Management (50 Marks) UNIT 1: Nature and Significance of Management [UNIT 1, 2 & 3 = 16 Marks]	Management-concept, objectives, and importance, Management as Science, Art and Profession Concept includes meaning and features Levels of Management, Management functions-planning, organizing, staffing, directing and controlling, Coordination-concept and importance	CBSE website (Text book); Prescribed Text book and notes	https://www.youtube.com/watch?v=GZ2dmbDmBSI	"Pervasive" Mapping: - management is needed in non-business scenarios, such as in a hospital, a sports team, a school, or managing a household. Case Study Analysis:		Skill Development: Identifying and nurturing specific skills such as strategic thinking, problem-solving, and communication essential for effective management.	https://drive.google.com/drive/folders/1kmNqY19FeaA15tAVOu5xMycnzqrhh2C?usp=drive_link	class test
			Week 2	6	Unit 2: Principles of Management	Principles of Management - concept and significance, Fayol's principles of management Taylor's Scientific management - principles and techniques	CBSE website (Text book); Prescribed Text book and notes	https://www.youtube.com/watch?v=aMwm2zq1Krf	Give real-life scenarios (e.g., employee not following orders). Students identify the principle (e.g., Discipline, Unity of Command)	Chart on Principles of Management	Cross-Functional Collaboration: Encouraging collaboration and knowledge sharing among diverse teams to leverage collective competencies and drive		class test
			Week 3	5	Unit 3: Business Environment	Business Environment- concept and importance, Dimensions of Business Environment - Economic, Social, Technological, Political and Legal Demonetization - concept and features.	CBSE website (Text book); Prescribed Text book and notes	https://www.youtube.com/watch?v=3UATm7dluYO	PESTLE activity; presentation. Business Simulations & Gamification: Using virtual business environments (e.g., Capsim, BizCafe) or game-based mechanics to teach strategic thinking in a low-risk setting. Flipped Classrooms: Students review instructional materials (videos/readings) before class, using in-person time for discussion, debate, and problem-solving. Integrated Curriculum Projects: Consulting-style projects where students operate as a company, integrating functional areas like marketing, finance, and operations.		Learner-Centered Pedagogy: Encourages students to discover knowledge independently, fostering engagement and long-term retention of concepts.		class test
			Week 4	6	Unit - Planning	Planning: Concept, importance and limitation, Planning process Single use and Standing Plans. Objectives, Strategy, Policy, Procedure, Method, Rule, Budget and Programme	CBSE website (Text book); Prescribed Text book and notes	Planning Business Studies Class 12	Experiential Learning (Learning by Doing): Classroom Activity: Task students with planning a school event (e.g., Annual Day or a sports meet). Case Study-Based Pedagogy:		Experiential Learning: Focuses on "learning by doing," using simulation, role-playing, and internships to mimic real-world business decision-making.		class test
			Week 5	4	Unit - Planning	Planning: Concept, importance and limitation, Planning process Single use and Standing Plans. Objectives, Strategy, Policy, Procedure, Method, Rule, Budget and Programme	CBSE website (Text book); Prescribed Text book and notes	Planning Business Studies Class 12	Discussion-Based Learning (Inquiry-Driven): Use case studies of companies (e.g., how Netflix planned its transition from DVD rental to streaming) to illustrate the importance of planning in reducing risks. Discuss real-world examples where plans failed due to environmental changes to illustrate the limitations of planning (e.g., rigidity).		Case-Based Learning: Involves analyzing real or hypothetical business scenarios, requiring students to apply theoretical concepts to solve complex problems.		class test
			2	JUNE	20	Week 1	0						
Week 2	6	PERIODIC TEST 1 - June 10 to June 17 Unit 5: Organising				Organising: Concept and importance, Organising Process Structure of organisation- functional and divisional concept; Formal and informal organization - concept	CBSE website (Text book); Prescribed Text book and notes	Introducing real life examples - https://www.youtube.com/watch?v=eRf_MXarNUw	Draw organisational structure		Visual learning (charts/diagrams)		
Week 3	6	Unit 5: Organising				Delegation: concept, elements and importance, Decentralization: concept and importance	CBSE website (Text book); Prescribed Text book and notes	PPT, FLOW CHART, CASE STUDY - https://www.youtube.com/watch?v=gA	Group task: Assign roles in a mock company		Cooperative learning		Class Test
Week 4	6	Unit 6: Staffing [Unit 6, 7 & 8 = 20 Marks]				Staffing: Concept and importance of staffing, Staffing as a part of Human Resource Management concept; Staffing process, Recruitment process	CBSE website (Text book); Prescribed Text book and notes	PPT, video on concepts, Flip classroom, case based questions - https://www.youtube.com/watch?v=VeKshO7W3d4	Resume writing activity		Demonstration (recruitment process)		
Week 5	2	Unit 6: Staffing				Selection - process; Training and Development - Concept and importance, Methods of training - on the job and off the job - vestibule training, apprenticeship training and internship training.	CBSE website (Text book); Prescribed Text book and notes	Competency based questions practice, Recruitment process - https://www.youtube.com/watch?v=Wz3ZmlC_MJA	Recruitment advertisement creation		Interactive discussion		

3	JULY	27	Week 1	4	Unit 7: Directing	Directing: Concept and importance, Elements of Directing, Motivation - concept, Maslow's hierarchy of needs, Financial and non-financial incentives	CBSE website (Text book); Prescribed Text book and notes	https://www.youtube.com/watch?v=icUyINbGGKo	Motivation techniques identification		Storytelling method		
			Week 2	6	Unit 7: Directing	Leadership - concept, styles - authoritative, democratic and laissez faire, Communication concept, formal and informal communication	CBSE website (Text book); Prescribed Text book and notes	https://www.youtube.com/watch?v=0fx7yy9-L7E	Communication barrier activity		Analytical thinking		
			Week 3	6	Unit 7: Directing Unit 8: Controlling	Communication - barriers to effective communication, how to overcome the barriers? Controlling - Concept and importance	CBSE website (Text book); Prescribed Text book and notes	Controlling Importance, relationship, process - https://www.youtube.com/watch?v=rc4vCSKi6do	Prepare control process flowchart, Budget vs actual comparison activity		Case-based teaching		
			Week 4	6	PRE-MID TERM July 20 to July 27 Unit 8: Controlling	Relationship between planning and controlling, Steps in process of control	CBSE website (Text book); Prescribed Text book and notes	Controlling Importance, relationship, process - https://www.youtube.com/watch?v=rc4vCSKi6do			Case-based teaching		Class Test
			Week 5	5	Part B: Business Finance and Marketing (30 Marks) Unit 9: Financial Management [Unit 9&10=15	Financial Management: Concept, role and objectives; Financial decisions: investment, financing and dividend - Meaning and factors affecting	CBSE website (Text book); Prescribed Text book and notes	https://www.youtube.com/watch?v=Ku_iM5xIz5	Calculate financial decisions (simple cases)		Numerical + conceptual approach		
4	AUGUST	24	Week 1	1	Unit 9: Financial Management	financing and dividend - Meaning and factors affecting; Financial Planning - concept and importance, Capital Structure – concept	CBSE website (Text book); Prescribed Text book and notes	https://www.youtube.com/watch?v=2xr2HuwHlg8	Debate: Debt vs Equity		Case study		
			Week 2	6	Unit 9: Financial Management	Capital Structure – factors affecting capital structure , Fixed and Working Capital - Concept and factors affecting their requirements	CBSE website (Text book); Prescribed Text book and notes	https://www.youtube.com/watch?v=nq8wrrdvKI8	Case study on capital structure		Case study		Class Test
			Week 3	5	Unit 10: Financial Markets	Financial Markets: Concept, Money Market: Concept, Capital market and its types (primary and secondary)	CBSE website (Text book); Prescribed Text book and notes	https://www.youtube.com/watch?v=P_bqDgkZmuY	Research stock exchange (e.g., NSE/BSE)	Chart on Money market and Capital market	Visual + real-life connection		
			Week 4	6	Unit 10: Financial Markets	Stock Exchange - Functions and trading procedure; Securities and : Exchange Board of India (SEBI) - objectives and functions	CBSE website (Text book); Prescribed Text book and notes	https://www.youtube.com/watch?v=jID8O9ipHRy	Mock stock trading game, Chart on types of financial markets		ICT integration (videos)		Class Test
			Week 5	5+1	Unit 11: Marketing [Unit 11 & 12 = 5 Marks]	Marketing – Concept, functions and philosophies, Marketing Mix – Concept and elements; Product – branding, labelling and packaging – Concept	CBSE website (Text book); Prescribed Text book and notes	https://www.youtube.com/watch?v=65MQnEMf-ul	Marketing functions with acronyms		Flip teaching and learning		Class Test
5	SEPTEMBER	23	Week 1	5	Term 1		Worksheet				Worksheet to be solved to gain confidence and time management		
			Week 2	6			Worksheet				Worksheet to be solved to gain confidence and time management		
			Week 3	5	Unit 11: Marketing	Marketing philosophies	CBSE website (Text book); Prescribed Text book and notes	https://www.youtube.com/watch?v=RzF_GbHfZ8nw	Create advertisement (product-based)		Experiential learning		
			Week 4	5	Unit 11: Marketing	Marketing Mix	CBSE website (Text book); Prescribed Text book and notes	https://www.youtube.com/watch?v=Mco8vBAwOmA	Marketing mix (4Ps) project		Project-based learning		
			Week 5	3	Unit 11: Marketing	Promotion – elements; Advertising, Personal Selling, Sales Promotion and Public Relations	CBSE website (Text book); Prescribed Text book and notes	https://www.youtube.com/watch?v=Mco8vBAwOmA	Branding activity		Demonstration method		
6	OCTOBER	25	Week 1	2	Unit 12: Consumer Protection	Consumer Protection: Concept and importance; The Consumer Protection Act, 2019; Meaning of consumer	CBSE website (Text book); Prescribed Text book and notes	https://www.youtube.com/watch?v=aRV-X29Y71g	Mock consumer court		Awareness-based teaching		
			Week 2	6	Unit 12: Consumer Protection	Rights and responsibilities of consumers Who can file a complaint?	CBSE website (Text book); Prescribed Text book and notes	https://www.youtube.com/watch?v=KAGWjGzo-28&t=26s	Identify unfair trade practices		Case studies		
			Week 3	6	REVISION FOR Pre-Board 1	WORKSHEET REVISION - COMPETANCY BASED QUESTION	CBSE website (Text book); Prescribed Text book and notes				CBSE SAMPLE PAPERS		
			Week 4	5	REVISION FOR Pre-Board 1	WORKSHEET REVISION - COMPETANCY BASED QUESTION	CBSE website (Text book); Prescribed Text book and notes				PYQ PAPERS PRACTICE		
			Week 5	5	REVISION FOR Pre-Board 1	WORKSHEET REVISION - COMPETANCY BASED QUESTION	CBSE website (Text book); Prescribed Text book and notes				PYQ PAPERS PRACTICE		
7	NOVEMBER	12	Week 1	0									
			Week 2	0									
			Week 3	0									
			Week 4	6	PB 1					Worksheets			

8	DECEMBER	21	Week 5	5+1									
			Week 1	5				Worksheets					
			Week 2	6	PB 2			Worksheets	Worksheet to be solved to gain confidence and time management				
			Week 3	6									
			Week 4	4	Practice Test			Worksheets	Worksheet to be solved to gain confidence and time management				
Week 5	3												
9	JANUARY	22	Week 1	0									
			Week 2	6	PB 3			CBSE SAMPLE PAPER -2027	CBSE PAST YEARS QUESTION PAPER				
			Week 3	5									
			Week 4	6									
			Week 5	5	AISSCE PRACTICAL EXAM 2027 -(MAIN)				AS PER CBSE GUIDELINES				
10	FEBRUARY	23	Week 1	6									
			Week 2	6									
			Week 3	5	Annual Exam								
			Week 4	6									
			Week 5	NA									
11	MARCH	17	Week 1	5	Annual Exam								
			Week 2	6									
			Week 3	6									
			Week 4	5									
			Week 5	3									